

## CONTRACT



**WTKR-TV**  
**720 Boush Street**  
**Norfolk, VA 23510-1583**  
**(757)446-1000**

www.wtkr.com

And:

**Target Enterprises**  
**15260 Ventura Blvd.**  
**Suite 1240**  
**Sherman Oaks, CA 91403**

<u>Contract / Revision</u> 586612 /		<u>Alt Order #</u> 07915423
<u>Product</u> US CHAMBER COMMERCE		
<u>Contract Dates</u> 10/27/12 - 11/06/12		<u>Estimate #</u> 11446
<u>Advertiser</u> US Chamber of Commerce		<u>Original Date / Revision</u> 10/31/12 / 10/31/12
<u>Billing Cycle</u> EOM/EOC	<u>Billing Calendar</u> Broadcast	<u>Cash/Trade</u> Cash
<u>Station</u> WTKR	<u>Account Executive</u> Kathi Thornton	<u>Sales Office</u> Los Angeles
<u>Special Handling</u>		
<u>Demographic</u> Women 35+		
<u>IDB#</u>	<u>Advertiser Code</u>	<u>Product Code</u>
<u>Agency Ref</u>		<u>Advertiser Ref</u>

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Spots	Amount
E 1	3	10/29/12	11/02/12	CBS This Morning	7-9a		:30			NM	4	\$3,400.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	MTWTF--				5	\$850.00			
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Type</u>		
	2	3	10/29/12-11/04/12	CBS This Morning	7-9a	MTuWThF----	:30		<del>\$850.00</del>	NM		
			Credited									
2	3	11/05/12	11/06/12	CBS This Morning	7-9a		:30			NM	1	\$850.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/05/12	11/11/12	MT-----				1	\$850.00			
3	3	10/29/12	11/02/12	NewsChannel 3 News	5-6am		:30			NM	5	\$4,250.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	MTWTF--				5	\$850.00			
4	3	11/05/12	11/06/12	NewsChannel 3 News	5-6am		:30			NM	1	\$850.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/05/12	11/11/12	MT-----				1	\$850.00			
5	3	10/29/12	11/02/12	Newschannel 3 News	12n-1230pm		:30			NM	5	\$6,725.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	MTWTF--				5	\$1,345.00			
6	3	11/05/12	11/05/12	Newschannel 3 News	12n-1230pm		:30			NM	1	\$1,345.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/05/12	11/11/12	M-----				1	\$1,345.00			
E 7	3	10/29/12	11/02/12	Price Is Right	11am-12n		:30			NM	0	\$0.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	MTWTF--				5	\$1,675.00			
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Type</u>		
	1	3	10/29/12-11/04/12	Price Is Right	11am-12n	MTuWThF----	:30		<del>\$1,675.00</del>	NM		
			Credited									
	2	3	10/29/12-11/04/12	Price Is Right	11am-12n	MTuWThF----	:30		<del>\$1,675.00</del>	NM		
			Credited									
	3	3	10/29/12-11/04/12	Price Is Right	11am-12n	MTuWThF----	:30		<del>\$1,675.00</del>	NM		
			Credited									
	4	3	10/29/12-11/04/12	Price Is Right	11am-12n	MTuWThF----	:30		<del>\$1,675.00</del>	NM		
			Credited									
	5	3	10/29/12-11/04/12	Price Is Right	11am-12n	MTuWThF----	:30		<del>\$1,675.00</del>	NM		
			Credited									

(\* Line Transactions: N = New, E = Edited, D = Deleted)

Notwithstanding to whom bills are rendered, advertiser, agency and service, jointly and severally, shall remain obligated to pay to station the amount of any bills rendered by station within the time specified and until payment in full is received by station. Payment by advertiser to agency or to service or payment by agency to service, shall not constitute payment to station. Station will not be bound by conditions, printed or otherwise contracts, insertion orders, copy instructions or any correspondence when such conflict with the above terms and conditions. Two week advance cancellation notice is required unless otherwise specified. LocalTV does not accept advertising contracts that impermissibly discriminate on the basis of race or ethnicity.



**WTKR-TV**  
**720 Boush Street**  
**Norfolk, VA 23510-1583**  
**(757)446-1000**

www.wtkr.com

<u>Contract / Revision</u>	<u>Alt Order #</u>
586612 /	07915423

<u>Contract Dates</u>	<u>Product</u>	<u>Estimate #</u>
10/27/12 - 11/06/12	US CHAMBER COMME	//446

<u>Advertiser</u>	<u>Original Date / Revision</u>
US Chamber of Commere	10/31/12 / 10/31/12

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/ Week	Rate	Type	Spots	Amount
8	3	11/05/12	11/05/12	Price Is Right	11am-12n		:30			NM	1	\$1,675.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/05/12	11/11/12	M-----				1	\$1,675.00			
9	3	10/29/12	11/02/12	Ellen Degeneres 3pm	3-4pm		:30			NM	5	\$5,050.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	MTWTF--				5	\$1,010.00			
10	3	11/05/12	11/05/12	Ellen Degeneres 3pm	3-4pm		:30			NM	1	\$1,010.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/05/12	11/11/12	M-----				1	\$1,010.00			
11	3	10/29/12	11/02/12	NewsCha 3 News First @ 4p	358-5pm		:30			NM	5	\$5,050.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	MTWTF--				5	\$1,010.00			
12	3	11/05/12	11/05/12	NewsCha 3 News First @ 4p	358-5pm		:30			NM	1	\$1,010.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/05/12	11/11/12	M-----				1	\$1,010.00			
13	3	10/29/12	11/02/12	Newschannel 3 News	6-630pm		:30			NM	5	\$9,250.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	MTWTF--				5	\$1,850.00			
14	3	11/05/12	11/05/12	Newschannel 3 News	6-630pm		:30			NM	1	\$1,850.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/05/12	11/11/12	M-----				1	\$1,850.00			
15	3	10/29/12	11/02/12	Newschannel 3 News	5-530pm		:30			NM	5	\$6,725.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	MTWTF--				5	\$1,345.00			
16	3	11/05/12	11/05/12	Newschannel 3 News	5-530pm		:30			NM	1	\$1,345.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/05/12	11/11/12	M-----				1	\$1,345.00			
17	3	10/29/12	11/02/12	Newschannel 3 News	530-6pm		:30			NM	5	\$7,600.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	MTWTF--				5	\$1,520.00			
18	3	11/05/12	11/05/12	Newschannel 3 News	530-6pm		:30			NM	1	\$1,520.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/05/12	11/11/12	M-----				1	\$1,520.00			
19	3	10/29/12	11/05/12	Monday Prime	10-11pm		:30			NM	2	\$13,430.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	M-----				1	\$6,715.00			
Week:		11/05/12	11/11/12	M-----				1	\$6,715.00			
20	3	10/29/12	11/05/12	Monday Prime	9-10pm		:30			NM	2	\$15,300.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	M-----				1	\$7,650.00			
Week:		11/05/12	11/11/12	M-----				1	\$7,650.00			
21	3	10/30/12	10/30/12	NCIS	8-9pm		:30			NM	1	\$10,455.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	-T-----				1	\$10,455.00			
22	3	10/30/12	10/30/12	Tuesday Prime	9-10pm		:30			NM	1	\$9,010.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	-T-----				1	\$9,010.00			
23	3	10/30/12	10/30/12	Tuesday Prime	10-11pm		:30			NM	1	\$7,480.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	-T-----				1	\$7,480.00			
24	3	10/31/12	10/31/12	Wednesday Prime	10-11pm		:30			NM	1	\$9,010.00

(\* Line Transactions: N = New, E = Edited, D = Deleted)

Notwithstanding to whom bills are rendered, advertiser, agency and service, jointly and severally, shall remain obligated to pay to station the amount of any bills rendered by station within the time specified and until payment in full is received by station. Payment by advertiser to agency or to service or payment by agency to service, shall not constitute payment to station. Station will not be bound by conditions, printed or otherwise contracts, insertion orders, copy instructions or any correspondence when such conflict with the above terms and conditions. Two week advance cancellation notice is required unless otherwise specified. LocalTV does not accept advertising contracts that impermissibly discriminate on the basis of race or ethnicity.



**WTKR-TV**  
**720 Boush Street**  
**Norfolk, VA 23510-1583**  
**(757)446-1000**

www.wtkr.com

Contract / Revision	Alt Order #
586612 /	07915423

Contract Dates	Product	Estimate #
10/27/12 - 11/06/12	US CHAMBER COMME	446

Advertiser	Original Date / Revision
US Chamber of Commerce	10/31/12 / 10/31/12

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Spots	Amount
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	--W----				1	\$9,010.00			
25	3	10/31/12	10/31/12	Wednesday Prime	9-10pm		:30			NM	1	\$9,690.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	--W----				1	\$9,690.00			
26	3	11/01/12	11/01/12	Thursday Prime	10-11pm		:30			NM	1	\$6,085.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	---T---				1	\$6,085.00			
27	3	11/01/12	11/01/12	Thursday Prime	9-10pm		:30			NM	1	\$8,245.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	---T---				1	\$8,245.00			
28	3	11/01/12	11/01/12	Thursday Prime	8-9pm		:30			NM	1	\$9,690.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	---T---				1	\$9,690.00			
29	3	11/02/12	11/02/12	Friday Prime	10-11pm		:30			NM	1	\$6,715.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	----F--				1	\$6,715.00			
30	3	11/02/12	11/02/12	Friday Prime	8-9pm		:30			NM	1	\$6,715.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	----F--				1	\$6,715.00			
31	3	10/28/12	10/28/12	Sunday Prime	9-10pm		:30			NM	1	\$6,715.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/22/12	10/28/12	-----S				1	\$6,715.00			
32	3	10/28/12	10/28/12	NFL Football (Early)	1-5p		:30			NM	2	\$19,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/22/12	10/28/12	-----S				2	\$9,750.00			
33	3	11/04/12	11/04/12	NFL Football	4-8pm		:30			NM	2	\$23,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	-----S				2	\$11,750.00			
34	3	10/29/12	11/02/12	Late News (M-F)	11-1135p		:30			NM	5	\$10,050.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	MTWTF--				5	\$2,010.00			
35	3	11/05/12	11/05/12	Late News (M-F)	11-1135p		:30			NM	1	\$2,010.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/05/12	11/11/12	M-----				1	\$2,010.00			
36	3	10/29/12	11/02/12	Late Night with David Letterman	1135pm-1237am		:30			NM	5	\$3,450.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	MTWTF--				5	\$690.00			
37	3	11/05/12	11/05/12	Late Night with David Letterman	1135pm-1237am		:30			NM	1	\$690.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/05/12	11/11/12	M-----				1	\$690.00			
38	3	10/27/12	11/03/12	Early Show Saturday	9-11am		:30			NM	4	\$1,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/22/12	10/28/12	-----S-				2	\$250.00			
Week:		10/29/12	11/04/12	-----S-				2	\$250.00			
39	3	10/27/12	11/04/12	Late News (Sa-Su)	11-1135p		:30			NM	2	\$4,100.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/22/12	10/28/12	-----SS				1	\$2,050.00			
Week:		10/29/12	11/04/12	-----SS				1	\$2,050.00			
40	3	11/03/12	11/03/12	NCAA Football	Various		:30			NM	2	\$6,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			

(\* Line Transactions: N = New, E = Edited, D = Deleted)

Notwithstanding to whom bills are rendered, advertiser, agency and service, jointly and severally, shall remain obligated to pay to station the amount of any bills rendered by station within the time specified and until payment in full is received by station. Payment by advertiser to agency or to service or payment by agency to service, shall not constitute payment to station. Station will not be bound by conditions, printed or otherwise contracts, insertion orders, copy instructions or any correspondence when such conflict with the above terms and conditions. Two week advance cancellation notice is required unless otherwise specified. LocalTV does not accept advertising contracts that impermissibly discriminate on the basis of race or ethnicity.



**WTKR-TV**  
**720 Boush Street**  
**Norfolk, VA 23510-1583**  
**(757)446-1000**

www.wtkr.com

Contract / Revision	Alt Order #
586612 /	07915423

Contract Dates	Product	Estimate #
10/27/12 - 11/06/12	US CHAMBER COMME	//446

Advertiser	Original Date / Revision
US Chamber of Commerce	10/31/12 / 10/31/12

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Totals Spots Amount	
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	-----S-				2	\$3,000.00			
41	3	10/28/12	10/28/12	1135pm-1205am	1135pm-1205am		:30			NM	1	\$515.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/22/12	10/28/12	-----S				1	\$515.00			
42	3	10/28/12	11/04/12	CBS Sunday Morning	9-1030am		:30			NM	2	\$4,020.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/22/12	10/28/12	-----S				1	\$2,010.00			
Week:		10/29/12	11/04/12	-----S				1	\$2,010.00			
43	3	10/29/12	10/29/12	Local Specials	Various		:30			NM	1	\$850.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	M-----				1	\$850.00			
N 44	3	11/03/12	11/03/12	NCAA Football	Various		:30			NM	1	\$3,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	-----S-				1	\$3,000.00			
N 45	3	11/02/12	11/02/12	Friday Prime	8-9pm		:30			NM	1	\$4,505.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	----F--				1	\$4,505.00			
N 46	3	11/03/12	11/03/12	College Football Today	2p-cc		:30			NM	1	\$870.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	-----S-				1	\$870.00			
N 47	3	11/03/12	11/03/12	Early Show Saturday	9-11am		:30			NM	1	\$250.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	-----S-				1	\$250.00			
N 48	3	11/03/12	11/03/12	NCAA Football	Various		:30			NM	1	\$3,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	-----S-				1	\$3,000.00			
N 49	3	11/04/12	11/04/12	NFL Today	Various		:30			NM	1	\$2,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	-----S				1	\$2,000.00			
N 50	3	11/04/12	11/04/12	NFL Football (Early)	1-415p		:30			NM	1	\$9,750.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	-----S				1	\$9,750.00			
Totals											98	\$277,105.00

Time Period	# of Spots	Gross Amount	Net Amount
10/01/12 - 10/28/12	8	\$31,290.00	\$26,596.50
10/29/12 - 11/06/12	90	\$245,815.00	\$208,942.75
<b>Totals</b>	<b>98</b>	<b>\$277,105.00</b>	<b>\$235,539.25</b>

**Signature:** \_\_\_\_\_ **Date:** \_\_\_\_\_

(\* Line Transactions: N = New, E = Edited, D = Deleted)

Notwithstanding to whom bills are rendered, advertiser, agency and service, jointly and severally, shall remain obligated to pay to station the amount of any bills rendered by station within the time specified and until payment in full is received by station. Payment by advertiser to agency or to service or payment by agency to service, shall not constitute payment to station. Station will not be bound by conditions, printed or otherwise contracts, insertion orders, copy instructions or any correspondence when such conflict with the above terms and conditions. Two week advance cancellation notice is required unless otherwise specified. LocalTV does not accept advertising contracts that impermissibly discriminate on the basis of race or ethnicity.